



Uniting Independent Freight Forwarders

Who We Are.

Ziegler One (Z1) Network Partners was developed as a platform to support and encourage the growth of independent freight forwarders around the globe while allowing agents the opportunity to leverage the Ziegler footprint and infrastructure.

Z1 will limit the number of members to 2 or 3 member agents per country subject to their ability to support the group and the network adequately. There might be additional (limited) members enrolled to support geographical/branch locations and service offerings where the main members can't support the requirements.

What We Offer.

The group focus with the support of Ziegler One, will be on a bi-directional cargo to ensure reciprocal support balances.

- Exclusivity of the Ziegler One Network
- Global Ziegler Key Partner Status
- Listing on Ziegler Group Agent Rate Request Tool
- Access to Preferential Rates and Trade Lane Participation
- Internal and External Member Agent Marketing
- Access to Ziegler Group Solutions
- Traditional Network Benefits



CONTACT LIST

Instantly connect and engage with the Ziegler team - directing you to the correct contact person the first time around.



JOIN ZIEGLER ONE

A platform that connects agents with the Ziegler Group regions, creating a structured network of preferred agents around the globe.



VIEW DIRECTORY

The Ziegler One directory supports the Ziegler Group with a centralised database of our preferred agent partners worldwide.

Get In Touch.

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Brussels, Belgium, 1120

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Connect One Connect Global

Why join Ziegler One.

Enrolling as a Member Agent places an agent first in line for Ziegler regional business. Through the Agent Rate Request Portal that has been developed for Ziegler branches, the selection will only allow for rate requests/estimates to be generated for member agents.

Because the Ziegler Group controls its own cargo volumes, members of Ziegler One (Z1) can benefit directly from these volumes, whereas traditional networks do not control their cargo and are merely a network to connect. Business Offers are subject to the estimate agreement provided in return.

Apart from our members accessing a reputation of 113+ years of supply chain experience, committed cargo quickly improves the tangible benefits to Z1 members compared to that offered by a traditional freight network.

Ziegler One will further endeavour to assist our members in expanding their often singular Ziegler region relationship to secure additional support from the Group's 15 countries. In addition, members will retain their regional support over those agents who remain non-members.



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Membership Benefits & Pricing

The Ziegler One Network allows for a smaller unique network of preferred partners to join in collaboration between the Ziegler Group and its Member Agents.



Ziegler One Membership Options

Price per annum

- Company Registration including 1 Branch/HQ
- Price for each additional branch

Agent Registration (Non-Member)	Member Agent Registration
Enroll/Upgrade	Enroll/Upgrade
✓	✓
✓	✓
✓	✓
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Ziegler One Unique Benefits

Global Ziegler Key Partner Status

- Ziegler Group Rate Enquiry Portal - Listed as an alternative Agent
- Access to the Ziegler Group Contact List
- Access to the Ziegler Directory and your own profile
- Preferred Member Agent
- Ziegler Group Rate Enquiry Portal - Listed as a Preferred Member
- Global Sales Participation
- Access to the Ziegler Group Preferential Rates
- Access to Full Ziegler One Membership Directory
- Access to the Ziegler Group Solutions

Marketing & Communication

- Industry Related News and Updates
- Edit your own member profile
- Upgrade at any time
- Network Direct Messaging/Communication Tool - 5 Licenses
- Network Direct Messaging/Communication Tool - Add Licenses
- Ziegler One Member News feed
- Monthly Agent of Interest Promotion
- Ziegler Group Intranet Marketing
- Ziegler Co-Branding and Accreditation
- Member Vetting and Credibility
- Social Media Closed Groups
- Events and Conferences
- Promotional and Sponsorship Opportunities
- Ziegler One Newsletters & Blogs
- Marketing Pack and Strategy
- Annual / Quarterly Ziegler to Member ROI Statement
- Support
- Standardised Procedures

Traditional Network Benefits

- Member-to-Member Financial Protection
- Member-to-Member Z1PP Account Payment
- Member-to-Member Marine Insurance
- Arbitration Board for all Members

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Frequently Asked Questions

Have a question? We're here to answer. If you don't see your question here, send us an email or book a meeting with our MD, Charl du Toit.

Is Ziegler One part of the Ziegler Group?

Ziegler One is a new development under the Ziegler Group umbrella with the aim to build a consolidated contact database for all Ziegler Companies and their preferred regional agents. We are developing a Group database of our preferred agent partners worldwide. The shared database will allow Ziegler One to instantly broadcast members' agent engagement to all our employees in all our offices.

What is the difference between an Agent (Non-Member) and a Member Agent??

Agents become part of the exclusive Ziegler One Network by enrolling as Member Agents. Members are vetted and selected to a maximum of 3 per country to not dilute volumes. This allows agents to gain access to the Group's extensive service offerings and preferential freight rate structure. Member Agents may offer joint network capabilities to prospective client tenders under the full scope of the Ziegler Offering. The membership entitles the agent to Ziegler Co-Branding and accreditation. €4500 per country (incl 1 branch), €750 for each additional branch annually.

Agents (Non-Member) are registered within the Ziegler One portal and are visible to all Member Agents, however, they are not vetted and accredited by Ziegler One and are less likely to be selected. They will have access to the Ziegler Group contact information, but no other members' agents or agent information. Access to the News portal will be limited to generic marketing content. No marketing will be done on an agent's behalf and co-branding will not be allowed. No registration fees.

How does Z1 differ from other networks?

Ziegler One operates on a different network model based on a much smaller scale with direct access to the Ziegler Group's service offering, cargo volumes and preferential rate structure. Apart from our members accessing a reputation of 113+ years of supply chain experience, Ziegler One will also contribute to the Group cargo volumes. While traditional freight networks do not control their cargo volume, they offer their members the prospect of expanded cargo volumes through a connection with other agents but with no guarantee of success. Committed cargo quickly improves the tangible benefits to Ziegler One members compared to that offered by a traditional freight network. The Ziegler One concept is based on the fact that Ziegler offers the benefit of controlled cargo to our Member Agents.

Difference between Ziegler Entities?

The Ziegler Group umbrella boasts multiple divisions. While the Ziegler Group operates as the Group Body with each Ziegler Office across 15 countries reporting to its own board and complying with their own set of rules and regulations, Z1 operates independently from the country offices to align the countries to a Group strategy to build a consolidated database of global agents that support the bi-directional and reciprocal cargo volumes.

How does Z1 ensure bi-directional cargo volume and cooperation for Member Agents?

The Ziegler One mandate is that all Ziegler offices follow a new process created through an Agent Rate Request portal. The selection on this portal will only allow for rate requests/estimates to be generated for member agents. Because the Ziegler Group controls our cargo volumes, members of Ziegler One can benefit directly from our volumes, whereas traditional networks do not control their cargo and are merely a network to connect. Of course, these agents are not required to relinquish their memberships with other networks to join Z1.

Ziegler One will further endeavour to assist our members in expanding their often singular Ziegler region relationship to secure additional support from the Group's 15 countries. In addition, members will retain their regional support over those agents who remain non-members. The group focus with the support of Ziegler One will be on a bi-directional cargo to ensure reciprocal support balances. This tool will also be rolled out for member-to-member tool usage in the near future.

Ziegler One will limit the number of members to 2 or 3 member agents per country subject to their ability to support the group and the network adequately. There might be additional (limited) members enrolled to support geographical/branch locations and service offerings where the main members can't support the requirements. We aim to ensure that volumes are not diluted between multiple agents, but a meaningful relationship between the member agents is built allowing for a much higher return on investment. By listing your company on the Z1 directory as a member, it will give you increased exposure throughout the Group, an opportunity many of our agents have been seeking from us without the inconvenience or cost to develop every Ziegler region individually.

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